



THE FAS LETTER

TO AGRICULTURAL ATTACHES AND OFFICERS

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Dear Friends:

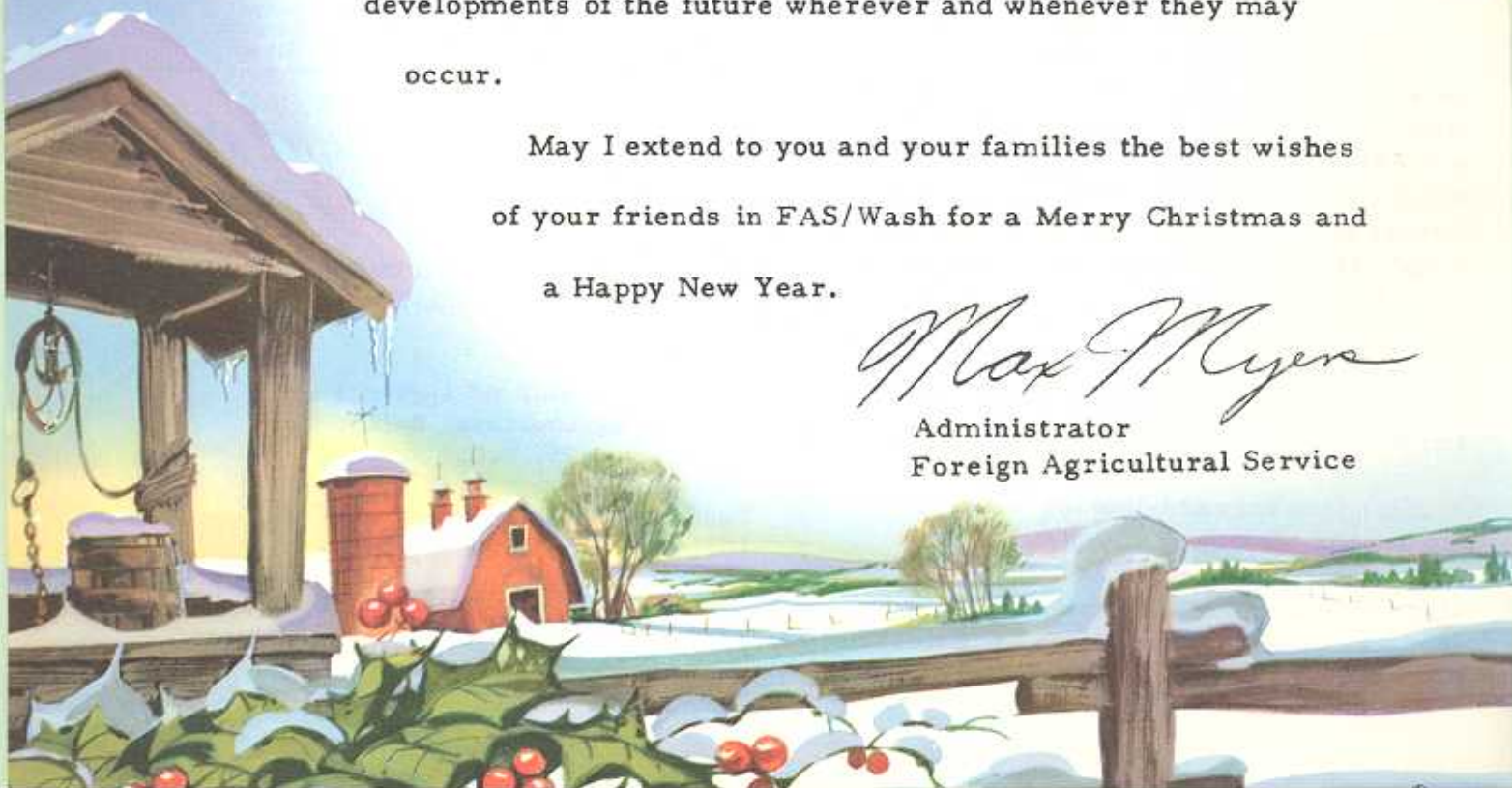
Once again at a happy Christmas Season, I extend my warm personal greetings to you and your families at our attache posts throughout the world.

Looking back over the past year, I have a deep feeling of admiration for the many contributions you have made in serving the best interests of American agriculture abroad. However, as we approach the New Year, we face new opportunities and new challenges on many fronts. I am confident that the loyalty and competence you have shown in the past will enable you to meet the developments of the future wherever and whenever they may occur.

May I extend to you and your families the best wishes of your friends in FAS/Wash for a Merry Christmas and a Happy New Year.

Max J. Myers

Administrator
Foreign Agricultural Service



U.S. AIDS INDIA

In dockside ceremonies and again before the International Forum in Bombay, high U.S. and Indian government officials recently commemorated the arrival of the final shipment to India of 11 million tons of U.S. Food-for-Peace wheat under the first 4 P. L. 480 agreements. At the same time, the first shipment of 16 million tons of wheat and 1 million tons of rice under the 5th--and largest--P. L. 480 pact was unloaded.

U.S. Ambassador Ellsworth Bunker said that during the next 4 years an average of 1 ship a day will unload U.S. wheat, rice, and other foods at Indian ports.

"Let these ships symbolize not a distant government which uses its wealth magnanimously," he said, "for this would miss the point."

"Let these ships symbolize instead the conviction of the free American that his efforts must in part be directed to peace and freedom and prosperity for mankind everywhere, and . . . the American conviction that it is through such efforts that peace can be won."

Newspaper, radio, and newsreel coverage of the ceremonies was excellent, according to Attache Horace Davis and Assistant Attache Tom Street, whose efforts, with those of Clarence Eskildsen, former attache at New Delhi, have been a chief factor in the success of the U.S. - India P. L. 480 programs.

THIS IS A V. I. P. (Very Interesting Period)

This is a forward-looking time. The election is history, and a new administration is coming in. FAS will be a part of it, with the same, or possibly broadened, responsibilities, goals, and work.

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U.S. AND GREECE SIGN TRADE PACT. An agreement providing for the sale of \$13,700,000 worth of American wheat, feed grains, and seed oil to Greece was recently signed in Athens by U.S. Ambassador Ellis O. Briggs (seated at left) and Greek Minister of Coordination Aristides Protopapadakis (seated at right). Standing behind the two as they sign the new agreement are (left to right): Edward J. Bell, agricultural attache; and John J. Haggerty, Counselor for Economic Affairs and Director, USOM. The sale more than doubled last year's sales to Greece under P.L. 480. Purchases under the new pact will be paid for in drachmae.



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To U.S. Agricultural
Attache Posts

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OUTLOOK CONFERENCE STRESSES FOREIGN TRADE

The 38th Annual National Agricultural Outlook Conference, in Washington, Nov 14-17, placed unusual emphasis on the importance of U.S. foreign agricultural trade.

Don Paarlberg, Special Assistant to the President and Coordinator of the Food-for-Peace Program, reviewed the world economic situation and outlook. Adm Max Myers was moderator of a foreign trade and economics symposium. Ray Ioanes discussed Special Export Programs. Wilhelm Anderson participated in a panel discussion on "The Longer-Term Agricultural Outlook."

U.S. agricultural export volume in 1960-61 (year ending June 30, 1961) is expected to equal or exceed last year's record high. In value, the year's exports may approximate last year's \$4.5 billion--second highest value in history.

Little change in the U.S. domestic agricultural picture is expected in 1961. Prices for farm commodities, farm cost rates, and farm incomes are expected to follow the same general trend established in 1959 and 1960.

V. I. P. --

That's the broad-brush picture at present; we can't yet fill in the finer details regarding programs and policies.

We are confident that we will continue to have a big job to do: representing U.S. agriculture abroad and helping to expand agricultural exports. There'll be no lessening of emphasis on those two big objectives.

So let's all pitch in and get on with the work, saying "Hats off to the past and coats off to the future."



CCI CONFERS WITH FINNISH TEXTILE MEN. A conference between representatives of the Cotton Council International (CCI) and the Finnish textile industry was recently held in Tampere, a Finnish textile center, to discuss the cotton development program, with particular emphasis on winter cotton. Shown in the above photograph (left to right) are: Harry Rosenquist, Executive Director; Puuvillatehtaitten Yhdistys, Finnish Cooperator; Harry R. Varney, agricultural attache; Howard Stoval, President of CCI; and Read P. Dunn, Executive Director of CCI. Finnish-designed winter cottons appear in the foreground and background.

COMMODITY SPECIALISTS? FAS HAS 'EM

Almost anyone seeking information on the export or import possibilities of agricultural commodities can find the answers in FAS! From "abaca" to "yeast," FAS has a specialist around to fill the fact-seeker in. Even such unusual items as babassu nuts, chicle, durra, oiticica oil, sansevieria, potenone, istle (it makes us want a whistle!), and kapok are familiar to FAS specialists.

In all, one or more of 227 unusual agricultural commodities are assigned to each of the 40 or so commodity specialists employed by FAS. These assignments are made in addition to the principal assignments on such conventional products as wheat, cotton, tobacco, fats and oils, fruits and vegetables, and livestock products.

RAMBLING AROUND

Here in Washington it looks like it's going to be a big Christmas. The Holiday mood is reaching a crescendo and the Red Carpet is out for Jolly Old St. Nick. At every turn is some indication that Christmas once again is fast approaching. President Eisenhower is ready to press the button that will light the National Christmas Tree, a 75-foot Douglas fir, erected across from the White House. The Patio at Agriculture has a beautifully decorated tree and boughs and wreaths of holly. The FAS Christmas party will bring together our families and our friends--agricultural attaches from other countries--in the true Christmas spirit. The strains of Christmas carols sung by Agriculture employees will float through USDA's halls just before the actual week-end Christmas holiday begins. Shoppers are jamming department stores. Union Station, Washington National Airport, and bus terminals are crowded with Uncle Sam's nieces and nephews as they depart to spend the Holidays with friends and relatives near and far. Meanwhile . . .

Harry Varney, Stockholm, this fall visited Swedish agricultural and forestry schools, various types of farms, research projects, a floating demonstration kitchen, livestock auction, and a packing plant. Afterward, he and Mrs. Varney got in 3 days of ocean fishing off the coast near Fjallbacka.

John McCracken, FAS, has returned to Washington after accompanying representatives of the U.S. Feed Grains Council to Japan where they discussed with Japanese government and industry groups the possibility of expanding the Japanese livestock and poultry industries, thereby increasing demand for U.S. feed grains.

Monty Ogdon, For Agri Anal Div, attended the annual Federal--Provincial Agricultural Conference in Ottawa. He reports that Canadian agricultural production is expanding.

Norman Pettipaw, Rome, is returning to his post after home leave.

Jack Drisko, Livestock and Meat Products Div, is back from the Far East where he met with Japanese government and industry officials to promote the expansion of hides, skins, and tallow exports from the U.S. In Hong Kong and the Philippines, he discussed with the attaches' offices trade opportunities and the possible expansion of U.S. livestock and meat product exports.

Henry Baehr, Grain and Feed Div, has returned from a trip to Belgium, West Germany, Italy, France, and England where he sought to determine the probable effects of the European Common Market upon U.S. wheat and grain markets abroad.

Dena Dworsky, after spending 5 years as administrative assistant in Bonn and Rio de Janeiro, is on an FAS/Wash assignment as secretary to Dick DeFelice.

Henry Buckardt, Montevideo, is on home leave. He returns to his post in late Jan.

Dick Bell, Eastern European Anal Div, was recently married to comely Christina Mendoza, USDA Library.

Quentin Bates, Pro Dev Div, and Madelyn Dougherty, ARS, took the vows in a ceremony at Walter Reed Chapel.

Wedding bells also pealed for "Globe Trotter" Herb Ford and Caroline Coward, both of the Dairy and Poultry Div.

Henry Hopp, Bogota, has returned to his post after home leave. After 2-1/2 years in Bogota, Carolyn Graves, secretary, is in FAS/Wash for reassignment.

Steve Stephanides, Leopoldville, back from an 18-day trip to important agricultural areas in the Congo, reports reduced production in key agricultural products as a result of the civil disturbances there.

In a letter to some of her FAS friends, Grace Novak, Steve's secretary, gave a

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RAMBLING -

vivid account of life in the riot-torn Congo. "The apartment house where I live is practically empty; all the families have gone, but some of the men stayed on to dispose of their businesses. Other apartments along Boulevard Albert are pitch black and you see lights in only two of these huge 24-apt. buildings. The city is dead; most shops are closed--with only a few still hanging on.

"Had one other assignment which was not so pleasant, but was glad I could be of assistance. Lt. Colonel di Silvestro (from Logan!), USAF, took me to Louvanium University Hospital to get the statements of our eight American airmen who were so brutally and savagely beaten by native troops at Stanleyville, with rifle butts and at gun point. Practically all heads were bandaged--some with fractured skulls, and broken bones.... What a beating those fine men took.... if you read the account in the papers--yours truly wrote that, since no newspaper men were allowed to see them. I was at the office till after midnight transcribing their statements . . .

"Two days later I was requested by another USAF Colonel to return to Louvanium to work on their medical histories. Some were still litter cases. I had the privilege of going along in that queue of ambulances and cars to the airport where they were put on the plane for Weissbaden. Seven have now returned to the States but one remains in Weissbaden (believe the one with a collapsed lung). Such is the treatment they received . . ."

Fred Rossiter has returned to Ottawa after attending the funeral of Ambassador Wigglesworth. He accompanied a group of U.S. Embassy and Canadian officials.

Bill Doering, International Monetary Branch, was among the USDA representatives to the 47th National Foreign Trade Convention in New York.

Randolph Perkins, Monrovia, has

arrived in New Delhi to replace Gill Piquette as administrative assistant. Zenobia Boyce, Bombay, has been "filling in" since Gill left for home in early Nov.

Guerry Smith, Bill Schaal, and Jim Martin, FAS, and Elmer Mostow, OGC, are in Europe to negotiate contracts for U.S. agricultural exhibits scheduled for display in Paris during May 1961 and Hamburg during Nov 1961. Bill will manage the U.S. exhibit at Hamburg and Jim the exhibit at Paris.

Calvin Spilsbury, Fats and Oils Div, recently returned to Washington after a trip to Japan where he conferred with U.S. and Japanese government and industry representatives on the Japanese fats and oils economy and on the market expansion possibilities of U.S. soybeans, other oilseeds, and fats and oils.

Jim Lankford, asst attache, Bogota, is back in Washington and has transferred to ARS.

Burl Stugard, Mexico City, was one of the three principal Embassy officers to accompany Ambassador Robert C. Hill to Ciudad Acuna for the meeting between President Dwight D. Eisenhower and Mexican President Lopez Mateo.

Myra Sully, FAS, arrived recently in Lagos, Nigeria, where she has begun her first foreign assignment as secretary to John Wenmohs.

In Monrovia, Mary Condon, FAS, will also begin her first foreign assignment as secretary to Jim Gehr.

Oleta Brame, Djakarta, secretary to Carl Winberg, is on home leave, will take a course in French, and then go to Brussels to replace Patty Shannon. Patty will enjoy home leave and then be reassigned to Belgrade.

Joe Dodson, Bangkok, is back at his post. Mrs. Dodson is doing nicely after her operation.

Dan Brady, Wellington, returned to his post just in time to greet Sec Benson on his Far East trip.

RESULTS OF TIME SURVEY

A recent survey on how overseas personnel spend their time indicates a wide variation of activity time apportionment. For example, at a large post, such as New Delhi, the attache may spend as much as half of his time on visitors

and contacts, and proportionately less time on reporting. In contrast, an attache who covers several countries may spend more time on reporting and less time on visitors, trade promotions, and P. L. 480. A comparative breakdown is shown in the following tabulation.

Type of Personnel	Average Apportionment of Time at 34 Posts (%)				
	Reporting	Trade Promotion and P. L. 480	Representation	Embassy Cooperation	Other (largely vacations)
Attache	31	43	9	12	5
Asst Attache	42	41	6	8	3
Local Professional Help	62	26	2	6	4

The number of visitors varied from 65 to 70 at one post to 2,264 at another. The average amount of time spent by 49 attaches and assistant attaches on visitors was 15 percent. Fifteen attaches spent less than 10 percent of their time in this way; 15 from 10 to 15 percent; 10 from 15 to 20 percent; and 9 spent more than 20 percent of their time on visitors.

It seems significant that FAS has only a few more agricultural attaches overseas now than in early 1950--and yet their total workload has certainly tripled. After credit is given for the present quality and efficiency of attaches and assistant attaches; it is obvious that much of the greater output is due to the local professional employees. They have taken over a substantial part of the workload formerly performed by the attaches.

LIMA CONFERENCE A SUCCESS

Much constructive talk and planning designed to strengthen attache activity marked the Latin American Market Development Conference in Lima, Dec 5-8. Major subjects discussed included: "New Developments Affecting Trade Among the Americas," Max Myers; "Economic Conditions and Policies in Latin America as Related to Market Development," Wilhelm Anderson; "Market Development Policies, Objectives, and Problems," Pat O'Leary; "Foreign Marketing and Commodity Information," Bob Tetro, Harald Larsen; "U. S. Agricultural Situation," O. V. Wells; and "Discussion and Evaluation--Selected Market Development Project Activities," Charlie Davenport.

Other USDA personnel at the conference included Arnold Beasley, FAS; Sherman Johnson, AMS; and Sylvester Meyers and Andrew Mair, CSS.



TOKYO ATTACHE STAFF. The U.S. Agricultural Attaché Staff in Tokyo is shown in the Trade Promotion Center. Left to right, Attaché Charles Elkinton (standing); Atsuko Okamoto; Torao Mizuno; Lynn Ruth Perry; Takeo Takeshita; Akiko Ohta; John Motz, assistant attaché; Tomitaro Sutani; and Donald J. Novotny (standing), assistant attaché.



ATTACHE STAFF IN PRETORIA. In the above photograph, the U.S. Agricultural Attaché Staff in Pretoria is shown at the foot of the Paul Kruger Monument in Church Square, the hub of the main business section of the city. From left to right are: Johannes Kruger, agricultural assistant; Edna Wilson, secretary; and Attaché William J. Edens.

A THOUGHT TO REMEMBER
(Transmitted via Santa's Pouch).

Deck the halls with boughs of holly;
Have a good Christmas, Tom, Dick and Mollie!
To you and to all we send our best wish, plus
The hope we can share nearly all of our surplus.

God rest you merry gentlemen,
Hold revel while ye may,
And with your ladies enjoy the delights
That go with Christmas Day.

Have done with statistics, forget for the nonce
The computers and adding machines,
And think for a while with a great big smile
Of the Yuletide and just what it means.

Oh, you and your families are far, far away
From your homes and all your relations;
But you're doing your part with all your heart,
Spreading peace and good will 'mong the nations.

The message your country sends to the world
Is in your hands to convey --
A message of progress and freedom,
Linked with goodly food to allay
The hunger of millions of people:
Can you think of a better way
To observe the Season's spirit
Worldwide this Christmas Day?

. . . . The Agrarian Grammarian